

Message Text

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PAGE 01 ASUNCI 03562 052204Z

15

ACTION COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 AID-05 TRSE-00 OMB-01

DOT E-00 FAA-00 /020 W

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R 052121Z SEP 75

FM AMEMBASSY ASUNCION

TO SECSTATE WASHDC 5694

C O N F I D E N T I A L ASUNCION 3562

FOR DEPARTMENT PASS COMMERCE

E.O. 11652: GDS

TAGS: BEXP, PA

SUBJECT: DOMESTIC AIRPORTS: PARAGUAY

REF: A-4020; STATE 192922; STATE 202612; STATE 208325;
ASUNCION 3378; ASUNCION 3359

1. WEBB'S VISIT SUCCESSFUL. HE IS OPTIMISTIC ABOUT FIRM'S CHANCES FOR CONTRACT FOR DESIGN AND COORDINATION OF AIRPORT IMPROVEMENTS. EMBASSY ARRANGED CALLS FOR HIM WITH LOCAL FIRMS AND WITH ANAC OFFICIALS.

2. IN ADDITION, WEBB AND COMOFF ACCOMPANIED THE AMBASSADOR TO CALL ON MINISTER OF DEFENSE, WHO OVERSEES ANAC. MINISTER'S SON, MAJOR MARCIAL DAVID SAMANIEGO, ENGINEER AND WEST POINT GRADUATE, IS FORMING CONSULTING FIRM TO BE CALLED INGAER LTD., WITH WHICH WEBB PLANS TO ASSOCIATE IN PURSUIT OF THIS CONTRACT. WEBB PLANS TO RETURN ASUNCION IN OCTOBER. THIS FYI ONLY.

3. RE THE "SHORT LIST"; ANAC CONTACT SAID LIST AS ORIGINALLY REPORTED WAS SUPPLIED BY ZETTERSTROM OF IBRD. WHEN WE INQUIRED ABOUT INTERNATIONAL ENGINEERING, HE CHECKED AND REPLIED THAT IBRD'S LIST DID NOT INCLUDE EITHER INTERNATIONAL ENGINEERING OR RENARDET-SAUTI (ROME), BUT THAT BOTH OF THESE FIRMS HAD CONTACTED ANAC REGARDING THEIR INTEREST IN THE PROJECT, AND WERE THEREFORE PLACED ON ANAC'S LIST.

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4. COMMENT: WEBB SEEMS TO HAVE ACCOMPLISHED ALL HIS OBJECTIVES.
ASSOCIATION WITH DEFENSE MINISTER'S SON GIVES HIM THE GOOD
CONNECTIONS WHICH ARE ESSENTIAL FOR DOING BUSINESS SUCCESSFULLY
WITH GOP. ALTHOUGH THE ACTUAL CONSTRUCTION PHASE OF THIS
PROJECT IS STILL SOMEWHAT DUBIOUS, IF IBRD DISBURSES FUNDS
FOR FEASIBILITY AND DESIGN STUDIES, AIRWAYS ENGINEERING APPEARS
TO HAVE THE INSIDE TRACK.
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